



Small Business
Solutions

SelfMonitor for
NINYO & MOORE, INC
Report Printed: January 5, 2006

D-U-N-S #: 15-410-4079

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Copyright 2006 Dun & Bradstreet - Provided under contract for the exclusive use of subscriber AVRAM NINYO, NINYO & MOORE, INC

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Company Snapshot

Business Summary

Profile

NINYO & MOORE, INC
5710 Ruffin Rd
San Diego, CA 92123

Tel: 858 576-1000
Fax: 858 576-9600

www.ninyoandmoore.com

D-U-N-S #: 15-410-4079
D&B Rating: 4A2

Company Stats

Year incorporated	1987
Year started	1986
Employees	250 (60 here)
Financing	SECURED
Financial condition	STRONG
Financial statement date	Dec 31, 2004
Net worth F	\$13,460,640
Sales F	\$33,758,476
Chief Executive	Avram Ninyo , Pres
S.I.C.	8748
Industry	Geotechnical engineer, materials testing & environmental science consultants

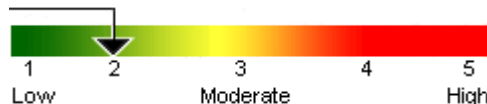
This is a **headquarters** location.
Branch(es) or division(s) exist.

The Net worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

Likelihood this company will not pay on time over the next 12 months

LOW ☒

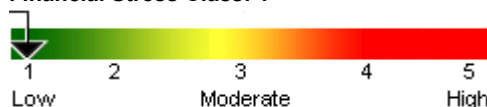
Credit Score Class: 2



Likelihood this company will experience financial distress in the next 12 months

LOW ☒

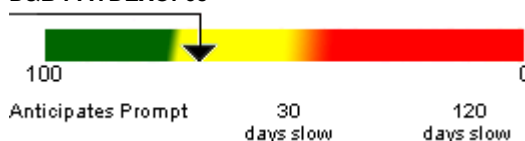
Financial Stress Class: 1



Timeliness of historical payments for this company**

SLOW ☐

D&B PAYDEX®: 68



Industry benchmark: Slow

**Based on 62 trade experiences on file with D&B

Payment performance trend over the past 90 days

UNCHANGED

D&B offers guidance on credit limits for this company based on its profile as well as profiles of other companies similar in size, industry, and credit usage

[Get details](#)

Evidence of bankruptcy, fraud, or criminal proceedings in the history of this business or its management

NO ☒

Noteworthy special events in this company's file

NO ☒

Total number of suits, liens and judgments in this company's file

0 ☒

Value of open suits, liens and judgments for this company

\$0 ☒

Value of open records refers only to 10 most recent filings for each record type.

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Creditworthiness

Summary

Likelihood this company will experience financial distress in the next 12 months

LOW 

Likelihood this company will not pay on time over the next 12 months

LOW 

D&B Rating: 4A2

Financial strength: 4A is \$10 to 50 million.

Composite credit appraisal: 2 is good.

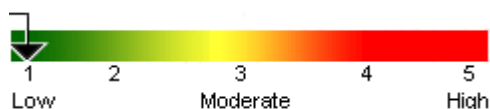
This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Default on Payment: Financial Stress Summary

Likelihood this company will experience financial distress in the next 12 months

LOW 

Financial Stress Class: 1



During the prior year, firms in this Financial Stress Class had a failure rate of 0.49%, which is 0.35 times lower than the national average.

Financial stress national percentile: 98 (high risk: 1%; low risk: 100%)

National percentile industry norm: 50 (high risk: 1%; low risk: 100%)

Key Factors

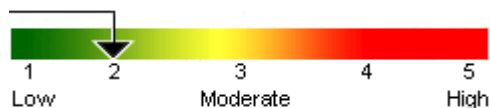
- 62 trade experiences exist for this company.
- Financial Stress Score: 1558 (high risk: 1,001; low risk: 1,850)
- No record of open suit(s), lien(s), or judgement(s) in the D&B files.
- 29% of trade experiences indicate slow payment(s) are present.
- Payment experiences exist for this firm which are greater than 60 days past due.
- Net Profit After Taxes suggests lower risk of financial stress.
- Business owns facilities.
- Change in Net Worth suggests lower risk of financial stress.
- Financial Statement is more than 12 months old.
- Quick Ratio suggests lower risk of financial stress.
- Change in Quick Ratio suggests lower risk of financial stress.
- Change in Current Ratio suggests lower risk of financial stress.

Payment within Terms: Credit Score Summary

Likelihood this company will not pay on time over the next 12 months

LOW 

Credit Score Class: 2



The Credit Score class of 2 for this company shows that during the previous year, 4.7% of the firms with this classification paid one or more bills severely delinquent, which is lower than the national average.

Credit score percentile: 80 (high risk: 1%; low risk: 100%)

Industry norm percentile: 46 (high risk: 1%; low risk: 100%)

Key Factors

- 62 trade experiences exist for this company.
- Control age or date entered in D&B files indicates lower risk.
- No record of open suit(s), lien(s), or judgments(s) in the D&B files.
- D&B files indicate a net worth of \$13,460,640.
- Quick ratio is 5.1.

Additional Information

Financial Stress Summary

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the

Credit Score Summary

- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 90 days past due or more by creditors. The calculation of this

firm will necessarily experience financial stress.

- The Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.
- All Financial Stress Class, Percentile, Score and Incidence statistics are based on 2002.

value is based on an inquiry weighted sample.

- The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files.

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Payment History

Summary

Average payment performance trend when weighted by dollar amount

UNCHANGED 

Company's payment performance over the past 12 months compared with its peers

SLOW 

Payment History Overview

Payment experiences on file with D&B:

62

Payments made within terms:

50 (81%)

Amount placed for collections:

0 (0%)

Average highest credit:

\$2,614

Largest high credit:

\$25,000

Highest now owing:

\$20,000


Highest past due:

\$250

Historical Payment Trends: PAYDEX®

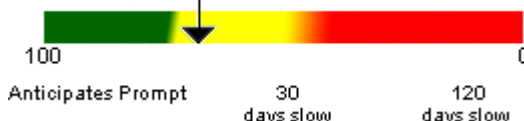
Average payment performance trend when weighted by dollar amount

Last 3 months: Trend is unchanged

 UNCHANGED

Last 12 months: 17 days beyond terms
Industry benchmark: Slow

D&B PAYDEX® : 68



Based on payments collected over last 12 months.

Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

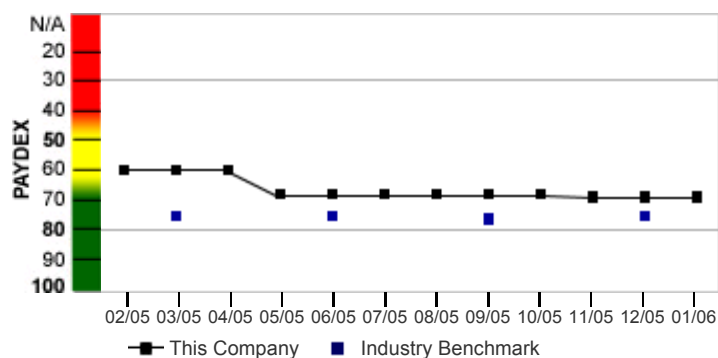
Historical Payment Trends: PAYDEX® Comparison to Industry

Company's payment performance over the past 12 months compared with its peers

SLOW 

This company's 12-month high: 68, or equal to 17 days beyond terms

This company's 12-month low: 58, or equal to 24 days beyond terms



Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Geotechnical engineer, materials testing & environmental science consultants, based on SIC code 8748.

Payment History Details

Date Reported	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
12/05	Prompt	5,000	5,000	0		1
12/05	Prompt	250	0	0		2-3
12/05	Prompt	250	0	0		4-5
12/05	Prompt	100	50	0		1
12/05	Prompt	50	50	0		1
12/05	(006)	100	0	0		4-5
12/05	(007)	0	0	0	Cash account	4-5
11/05	Prompt	20,000	20,000	0	Net30	1
11/05	Prompt	10,000	5,000	0		1
11/05	Prompt	7,500	0	0		2-3
11/05	Prompt	2,500	1,000	0		1
11/05	Prompt	2,500	750	0		1
11/05	Prompt	2,500	1,000	0		1
11/05	Prompt	2,500	0	0		1
11/05	Prompt	2,500	1,000	0		1
11/05	Prompt	1,000	0	0		4-5
11/05	Prompt	1,000	0	0		6-12
11/05	Prompt	1,000	500	0	Net60	1
11/05	Prompt	1,000	1,000	0		1
11/05	Prompt	1,000	1,000	0		1
11/05	Prompt	750	0	0		1
11/05	Prompt	750	0	0		1
11/05	Prompt	250	50	0		1
11/05	Prompt	250	0	0		4-5
11/05	Prompt	250	0	0		2-3
11/05	Prompt	250	250	0	Net30	1
11/05	Prompt	100	0	0		6-12
11/05	Prompt	100	0	0		2-3
11/05	Prompt	50	0	0		1
11/05	Prompt-Slow 30	5,000	5,000	0		1

11/05	Prompt-Slow 30	2,500	2,500	0		1
11/05	Prompt-Slow 30	1,000	1,000	0		1
11/05	Prompt-Slow 30	1,000	0	0		4-5
11/05	Prompt-Slow 30	750	0	0		6-12
11/05	Prompt-Slow 30	500	0	0	Net30	4-5
11/05	Prompt-Slow 30	500	0	0		4-5
11/05	Prompt-Slow 30	100	0	0		6-12
11/05	Slow 30	5,000	250	0		1
10/05	Prompt	50	50	0		1
10/05	Prompt	50	0	0	Net30	1
10/05	Slow 10	2,500	100	0	Net30	1
10/05	Slow 10	2,500	750	250	Net30	1
10/05	(043)	250	250	0	Net30	1
09/05	Prompt	2,500	500		Lease Agreeemnt	
09/05	Prompt	2,500	500		Lease Agreeemnt	
09/05	Prompt	250	0	0	1 10 Net30	6-12
08/05	Prompt	250	0	0		6-12
08/05	(048)	750				1
	Satisfactory.					
07/05	Prompt-Slow 30	50	50	0	Net30	1
05/05	Prompt	5,000				1
04/05	Prompt	5,000	1,000	0		1
04/05	Prompt-Slow 30	5,000	750	0		1
03/05	Slow 60	250	0	0		6-12
02/05	Prompt-Slow 30	15,000	0	0		6-12
01/05	Prompt	750	750	0	Net60	1
12/04	Prompt	50	0	0		6-12
11/04	Slow 60+	1,000	0	0	1 10 Net30	1
11/04	Slow 60+	750	0	0	1 10 Net30	6-12
11/04	Slow 30-90	25,000	0	0		6-12
10/04	Prompt	50	0	0		6-12
09/04	(061)	750			Cash account	4-5
09/04	(062)	50			Cash account	6-12

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of dispute over merchandise, skipped invoices, etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Payment Analysis By Industry

Company's dollar-weighted payments listed by the primary industries of its suppliers

Industry	Total Received (#)	Total Dollar Amount (\$)	Largest High Credit (\$)	Within Terms	Slow 1-30 Slow 31-60 Slow 61-90 Slow 91+ (% of dollar amount)			
Telephone communicatns	9	18,700	10,000	100	0	0	0	0
Nonclassified	6	29,550	25,000	15	43	0	42	0

Whol durable goods	4	6,350	5,000	13	87	0	0	0
Radiotelephone commun	3	5,150	5,000	100	0	0	0	0
Short-trm busn credit	3	2,850	2,500	91	0	9	0	0
Whol office supplies	3	2,000	1,000	100	0	0	0	0
Whol office equipment	2	15,500	15,000	50	50	0	0	0
Misc business credit	2	5,000	2,500	100	0	0	0	0
Whol electrical equip	2	5,000	2,500	0	100	0	0	0
Whol industrial equip	2	1,750	1,000	0	0	0	100	0
Ret-direct selling	1	20,000	20,000	100	0	0	0	0
Electric services	1	7,500	7,500	100	0	0	0	0
Misc business service	1	5,000	5,000	50	50	0	0	0
Executive office	1	5,000	5,000	100	0	0	0	0
Management services	1	5,000	5,000	100	0	0	0	0
Engineering services	1	5,000	5,000	50	50	0	0	0
Data processing svcs	1	2,500	2,500	50	50	0	0	0
Help supply service	1	1,000	1,000	50	50	0	0	0
Mfg computers	1	1,000	1,000	100	0	0	0	0
Ret mail-order house	1	1,000	1,000	100	0	0	0	0
Whol chemicals	1	750	750	100	0	0	0	0
Whol plastic material	1	750	750	50	50	0	0	0
Misc general gov't	1	750	750	100	0	0	0	0
Mfg misc plastic prdt	1	500	500	50	50	0	0	0
Truck rental/leasing	1	250	250	100	0	0	0	0
Whol petroleum prdts	1	250	250	100	0	0	0	0
Whol industrial suppl	1	250	250	100	0	0	0	0
Gas service station	1	250	250	100	0	0	0	0
Ret auto supplies	1	250	250	100	0	0	0	0
Misc publishing	1	100	100	100	0	0	0	0
Mfg measure devices	1	50	50	100	0	0	0	0
Other payment categories								
Cash experiences	3	800	750					
Payment record unknown	2	350	250					
Unfavorable comments	0	0	0					
Placed for collection								
With D&B	0	0	0					
Other	0	N/A	0					
Total in D&B's file	62	150,150	25,000					

There are 62 payment experiences in D&B's file for the most recent 12 months, with 43 experiences reported during the last three month period.

[Company Snapshot](#) [Creditworthiness](#) [Payment History & Trends](#) [Public Filings](#) [History & Operations](#) [Banking & Finance](#)

Public Filings

Summary of Court Actions

The following data includes both open and closed filings found in D&B's database on the subject company.

Record Type	Open Records	Open Value	Total Records	Most Recent Filing Date
Suits	0	0	0	-
Liens	0	0	0	-
Judgments	0	0	0	-
UCC Filings	3	N/A	7	07/22/2004
Bankruptcy Proceedings	0	N/A	0	-

Public filing data is for informational purposes only and is not the official record. Certified copies can only be obtained from the official source. Number and value of open records refers only to 10 most recent filings for each record type.

UCC Filings

Collateral	Type	Sec. Party	Debtor	Date Filed	Additional Details
All Inventory and proceeds - All Account(s) and proceeds - All General intangibles(s) and proceeds - All Contract rights and proceeds - All Equipment and proceeds	Original	WELLS FARGO BANK, N.A. BUSINESS LENDING OPERATIONS, SAN JOSE, CA	NINYO & MOORE, GEOTECHNICAL CONSULTANTS	01/11/2000	Filing number: 0001960114 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 02/01/2000
Unavailable	Amendment	WELLS FARGO BANK, N.A. BUSINESS LENDING OPERATIONS, SAN JOSE, CA WELLS FARGO BANK, N.A., SAN JOSE, CA	NINYO & MOORE, GEOTECHNICAL CONSULTANTS	10/10/2002	Filing number: 02284C0344 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 10/30/2002
Unavailable	Continuation	WELLS FARGO BANK, N.A., SAN JOSE, CA WELLS FARGO BANK, N.A. BUSINESS LENDING OPERATIONS, SAN JOSE, CA	NINYO & MOORE, GEOTECHNICAL CONSULTANTS	07/22/2004	Filing number: 04209C0190 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 08/03/2004
Account(s) including proceeds and products - All Chattel paper including proceeds and products - General intangibles(s) including proceeds and products	Original	FIRST INTERSTATE BANK OF CALIFORNIA, SAN DIEGO, CA	NINYO & MOORE GEOTECHNICAL CONSULTANTS, INC.	04/11/1996	Filing number: 9610360248 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 04/16/1996
Equipment and proceeds - Fixtures and proceeds - Machinery and proceeds	Original	WELLS FARGO BANK, N.A., SAN JOSE, CA	NINYO AVRAM and OTHERS	10/04/2001	Filing number: 0128260324 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 10/22/2001
Leased Business machinery/equipment	Original	MINOLTA BUSINESS SYSTEMS, INC., PARK RIDGE, NJ	NINYO & MOORE	12/14/1998	Filing number: 9835160389 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 12/24/1998
Unavailable	Continuation	FIRST INTERSTATE BANK OF CALIFORNIA AS SUCESSOR BY MERGER WITH SAN DIEGO TRUST & SAVINGS BANK, SAN DIEGO, CA	NINYO & MOORE, GEOTECHNICAL CONSULTANTS, INC	07/31/2000	Filing number: 00220C0358 Filed with: SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA Latest info Received: 08/15/2000

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Any public filings displayed in red are open.

Government Activity

Activity Summary

Borrower (Dir/Guar)	No
Administrative Debt	No
Contractor	Yes
Grantee	No
Party Excluded from Federal Program(s)	No

Possible Candidate for Socio-Economic Program Consideration

Labor Surplus Area	N/A
Small Business	N/A
8(A) Firm	N/A

The details provided in the Government Activity section are as reported to D&B by the federal government and other sources.

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History & Operations

Topic	Description
History	Detailed information on the history of a company, including background information on the management team and key principals, and information on related companies.
Corporate Family	Detailed information on all related companies, including subsidiaries, affiliates and branches.
Registration & Incorporation	Detailed registration and incorporation information, including the date and state of incorporation and the type of corporation formed.
Company Operations	Detailed information on a company's operations, including the identity of the parent company, the geographic scope of the business, and the key holdings.
Industry Classification	Details on the specific industry within which a company is classified.

History

Officer(s): AVRAM NINYO, PRESIDENT
Director(s): THE OFFICER(S)

Corporate file #01400857.

Business started 1986 by Avram Ninyo and Rob Moore. 100% of capital stock is owned by Avram Ninyo.

In 1991 Avram Ninyo purchased Rob Moore's interest.

AVRAM NINYO born 1950. INDUSTRY EXPERIENCE: 1986-present active here. 1980-1985 chief geotechnical engineer and office manager for Leighton and Associates, San Diego, CA. 1975-1980 project manager for The Earth Technology Corporation (formerly Fugro), Long Beach, CA. 1972-1975 geotechnical engineer, Raamot Associates, Syracuse, NY. 1972 graduated from Syracuse University, Syracuse, NY with a MS degree in geotechnical engineering. 1969-1970 engineer-in-training for McGhie & Betts, Rochester, NY.

Corporate Family

Branches (US):

Ninyo & Moore, Inc	3001 S 35th St Ste 6, Phoenix, AZ	DUNS # 03-501-2496
Ninyo & Moore, Inc	14175 Telephone Ave Ste Q, Chino, CA	DUNS # 95-883-9789
Ninyo & Moore, Inc	475 Goddard Ste 200, Irvine, CA	DUNS # 61-423-2304
Ninyo & Moore, Inc	700 S Flower St Ste 1100, Los Angeles, CA	DUNS # 95-884-2072
Ninyo & Moore, Inc	1956 Webster St, Oakland, CA	DUNS # 12-582-1558

Ninyo & Moore, Inc	66 Jack London Sq, Oakland, CA	DUNS # 04-253-1751
Ninyo & Moore, Inc	1701 S Grove Ave Ste J, Ontario, CA	DUNS # 04-000-5360
Ninyo & Moore, Inc	6700 Paradise Rd Ste E, Las Vegas, NV	DUNS # 95-884-0167
Ninyo & Moore, Inc	4848 Highland Dr, Salt Lake City, UT	DUNS # 12-392-5088

Registration & Incorporation

Registered Name:	Ninyo & moore, geotechnical consultants	Filing Date:	March 03, 1987
Business Type:	Corporation	Registration ID:	C1400848
Corporation Type:	Profit	Where filed:	SECRETARY OF STATE/CORPORATIONS DIVISION, SACRAMENTO, CA
Date incorporated:	March 03, 1987	Registered Agent:	AVRAM NINYO, 5710 RUFFIN RD, SAN DIEGO, CA, 921231013
State of incorporation:	California	Principals:	AVRAM NINYO, PRESIDENT, 5710 RUFFIN RD, SAN DIEGO, CA, 921231013
Status:	Active		

Corporate and business registrations provided by management or other source.

Company Operations

Description: Geotechnical engineer, materials testing and environmental science consultants (100%).

Terms are on a fee basis and net 30 days. Has 1,000 account(s). Sells to general public and government. Territory : Regional.

Nonseasonal.

Employees: 250 which includes officer(s) and 3 part-time. 60 employed here.

Facilities: Owns premises on 2nd floor of two story concrete block building. Business operates from both floors.

Location: Central business section on well traveled street.

Branches: This business has additional branches; detailed branch information is available in D&B's linkage or family tree products.

Industry Classification

SIC	NAICS
8748 0000 Business consulting, nec	541618 Other Management Consulting Services
8748 9905 Environmental consultant	541690 Other Scientific and Technical Consulting Services

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

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Banking & Finance

Key Business Ratios

Statement date: Dec 31 2004

Industry Norms based on 17 establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	11.3	5.0	2
Return on Net Worth	28.3	28.3	2
Short-Term Solvency			
Current Ratio	5.8	1.9	1
Quick Ratio	5.1	1.8	1
Efficiency			
Assets Sales	48.2	48.8	2
Sales / Net Working Capital	2.7	6.8	4
Utilization			
Total Liabilities / Net Worth	20.8	127.5	1

Finance

10/06/2005

Two-year statement comparative:

	Fiscal Dec 31 2000	Fiscal Dec 31 2002
Current Assets	7,424,091	10,708,812
Current Liabs	3,077,142	1,900,075
Current Ratio	2.41	5.64
Working Capital	4,346,949	8,808,737
Other Assets	2,454,680	922,392
Net Worth	6,795,029	9,726,948
Sales	22,109,819	27,739,110
Long Term Liab	6,600	4,181
Net Profit (Loss)	1,273,179	2,249,915

Fiscal statement dated DEC 31 2004:

Assets

Cash	737,562
Accts rec	12,479,449
Employee advances	376
Due from escrow	1,413,627
Prepaid	565,299

Current Assets \$15,196,313

Fixt & equip	770,119
Loan receivable-stockholder	217,004
Deposits	75,328

Total Assets \$16,258,764

Liabilities

Accts pay	94,617
Lines of credit payable	1,150,000
Accruals	1,340,458
Taxes	21,049

Current Liabilities \$2,606,124

Deferred taxes	192,000
Common stock	75,000
Addit. pd.-in cap	811,120
Retained earnings	12,574,520

Total Liabilities \$16,258,764

From JAN 01 2004 to DEC 31 2004 annual sales \$33,758,476; cost of goods sold \$16,468,047. Gross profit \$17,290,429; operating expenses \$15,038,135. Operating income \$2,252,294; other income \$1,593,809; other expenses \$42; net income before taxes \$3,846,061; Federal income tax \$39,531. Net income \$3,806,530.

Prepared from statement(s) by Accountant: Silherman And Sloan LLP, San Diego, California.

Accountant's Opinion

The financial statement was reviewed by the accountant.

Balance Sheet Explanations

Explanations

Business elects to be taxed as a sub chapter S Corporation.

On October 6, 2005, attempts to contact the management of this business have been unsuccessful. Inside sources confirmed operation and location.

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